

EXHIBIT I

Vendors	RFP Sent	Answers to Inquiry Sent	RFP or No Bid Rec'd	Notes
1 Qwest	1/18/2006	1/19/2006		Requested via email - based on
James Sanchez	10:54 p.m.	1/20/2006		instructions in the E-Rate Form 470
James.Sanchez@qwest.com		2/2/2006		<i>[Signature]</i>
<i>Came into office</i>		2/3/2006		
<i>2/22/05 p/u Trillion</i>		2/9/2006		<i>[Signature]</i>
<i>Pricing + copies of Eval. of</i>				02-13-06 10:36 IN
2 Trillion	1/18/2006	1/19/2006		Requested via email - based on
Gary Gaessler	10:47 p.m.	1/20/2006		instructions in the E-Rate Form 470
gary.gaessler@trillion.net		2/2/2006		<i>Fed Ex</i>
		2/3/2006		
<i>303-570-0003</i>		2/9/2006	<i>addendum</i>	02-13-06 10:36 IN
		02-13-06	P12:54 IN	<i>[Signature]</i>
3 Time Warner Tucson	1/18/2006	1/19/2006		Requested via email - based on
Mike Jones	10:50 p.m.	1/20/2006		instructions in the E-Rate Form 470
Mike.Jones@twtelecom.com		2/2/2006		
		2/3/2006		
		2/9/2006		
4 Simply Bits	1/23/2006	1/23/2006		Requested via email - based on
Bradley Feder	4:24 p.m.	2/2/2006		instructions in the E-Rate Form 470
bhf@simplybits.com		2/3/2006		<i>[Signature]</i>
<i>Brad Feder called</i>		2/9/2006		
<i>3/2, he sent for</i>				
<i>out to p/u copies of winning</i>				02-13-06 P12:06 IN
<i>pricing + eval. of</i>				02-13-06 P12:06 IN
5 Conterra Ultra Broadband	1/23/2006	1/23/2006		Requested via email - based on
Kelley Boan	4:31 p.m.	2/2/2006		instructions in the E-Rate Form 470
kelley@westelco.com		2/3/2006		<i>Fed Ex</i>
<i>sent out copies of pricing</i>		2/9/2006		02-13-06 10:36 IN
<i>+ eval. to Kelly</i>				<i>[Signature]</i>
<i>Boan + Van Linn</i>				

	Vendors	RFP Sent	Answers to Inquiry Sent	RFP or No Bid Rec'd	Notes
6	Gaggle	1/26/2006	1/26/2006		Requested via email - based on
	Jeff Patterson	7:10 a.m.	2/2/2006		instructions in the E-Rate Form 470
	jeffpatterson@gaggle.net		2/3/2006	1/27/2006	Responded with information that
			2/9/2006		they will not be responding to bid.
					I asked for a No Bid document to
					be submitted.
7	Able Information Technologies, Inc.	1/26/2006	1/26/2006		Requested via email - based on
	Craig Ward	10:53 a.m.	2/2/2006		instructions in the E-Rate Form 470
	craigsw@ableinc.com		2/3/2006		
	STC		2/9/2006		
	Able Info is sister company				In TJ Todd 02-13-06 12:20 IN
8	XO Communications	1/26/2006	1/26/2006		Requested via email - based on
	Jeffrey Barnes	1:07 p.m.	2/2/2006		instructions in the E-Rate Form 470
	jeff.barnes@xo.com		2/3/2006		
			2/9/2006		
9	Sunesys	1/31/2006	1/31/2006		Requested via email - based on
	Thomas Ross	1:22 p.m.	2/2/2006		instructions in the E-Rate Form 470
	tross@sunesys.com		2/3/2006		
			2/9/2006		
10	Netsian	2/2/2006	2/2/2006		Requested via email - based on
	Paul DeAlva	3:00 p.m.	2/3/2006		instructions in the E-Rate Form 470
	paul.dealva@netsian.net		2/9/2006	2/3/2006	Responded with information that
					they will not be responding to bid.
					I asked for a No Bid document to
					be submitted.

EXHIBIT J

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER TOTALS

SUBMITTED BY Dan Hunt

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Trillion Strategic Tech Comm	2400 1832
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT	Trillion STC	1320 785
200 POINTS AVAILABLE		
EXAMPLE PROJECT	Trillion STC	693 588
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	Trillion STC	740 355
100 POINTS AVAILABLE		
VENDOR SUMMARY	Trillion STC	775 765
100 POINTS AVAILABLE		
E-RATE CLAUSES	TRillion STC	790 655
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION	Trillion STC	700 608
100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER MARIANNE SPEER

SUBMITTED BY CONTERNA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIBLE TO VOICE REQUIREMENT ON R.F.P	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		1
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		


MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGILI

SUBMITTED BY

CONTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Non Responsive To Voice Portion of RFP-	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

Conterra

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Bid doesn't include a voice component - RFP is not complete	Not Responsive
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Charlie W. HASTINGS II

SUBMITTED BY

Centerra

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>not responsible for voice portion of RFP</i>	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

CONTERICA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIVE TO VOICE PORTION OF RFP.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Dan Hunt

SUBMITTED BY Comterra

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Not responsible for meeting priority 1 voice service in RFP	
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

JACK BULLARD

SUBMITTED BY

CONTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR Voice Requirement	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDALL

SUBMITTED BY

COUTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE		
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

NO VOICE SERVICES?
YES SERVICES?
not responsive to RFP requirements

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER MARIANNE SPEER

SUBMITTED BY PWEST

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIBLE TO PRIORITY ONE E-RATE REQUIREMENT NO QOS	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGLI

SUBMITTED BY

Q West

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Does NOT provide Priority 1 E-rate - No QoS - Non-Responsible	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

QWest

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	No guaranteed QoS Currently no priority / e-rate	<u>Not responsible</u>
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Charlie W. Hastings II

SUBMITTED BY

QWEST

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>Not responsible in meeting Priority 1 services through E-rate: No QOS until End of Quarter 3 QoS</i>	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

QWEST

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Do NOT MEET PRIORITY 1 FOR E RATE.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	No QUALITY OF SERVICE	
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Don Hunt

SUBMITTED BY

Quercat

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Not responsible for meeting Priority 1 phone service option of RFP. QoS also not presently available. Jim Sanchez told me in a phone conversation on 2/14/06 that none of the 3 options they presented was for sure priority 1 e-rate eligible.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER JACK BULLARD

SUBMITTED BY Qwest

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR PRIORITY 1 E-RATE	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE	NO QAS.	0
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDAHN

SUBMITTED BY

QUEST

SECTION	DESCRIPTION	(E-RATE) POINTS AWARDED
TOTAL PRICE		
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

NO PROPOSED 1
QOS

NO PHONE

NO

not responsive to REP

agreements

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

MARIANNE SPEER

SUBMITTED BY

STE

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>BASED ON RFP EQUATION</i>	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	<i>4-HR TRAVEL TIME TO PIMA CO.</i>	<i>229</i>
EXAMPLE PROJECT 100 POINTS AVAILABLE	<i>WELL LAID OUT</i>	<i>100</i>
CUSTOMER REFERENCES 100 POINTS AVAILABLE	<i>2 REFERENCES</i>	<i>50</i>
VENDOR SUMMARY 100 POINTS AVAILABLE	<i>MET REQUIREMENTS IN RFP</i>	<i>100</i>
E-RATE CLAUSES 100 POINTS AVAILABLE	<i>WELL EXPLAINED</i>	<i>100</i>
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	<i>SHOWED SCALABILITY, BUT NO REDUNDANCY INDICATED</i>	<i>80</i>

759

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGILI

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Based on RFP Equation	229
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT	4 hr Response	75
200 POINTS AVAILABLE		
EXAMPLE PROJECT	Good Project - HARD TO UNDERSTAND	75
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	Did Not Include 4 AS Request only 2	50
100 POINTS AVAILABLE		
VENDOR SUMMARY	Good	100
100 POINTS AVAILABLE		
E-RATE CLAUSES	STATES in BUSINESS SINCE 1999 - BUT STATES HAS BEEN WORKING W- E-RATE FOR 9 years -	75
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		100
100 POINTS AVAILABLE		

TOTAL = 704

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER James Weems

SUBMITTED BY STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <small>300 POINTS AVAILABLE</small>	Cost 53,945.52 RFP	229
SERVICE LEVEL AGREEMENT <small>200 POINTS AVAILABLE</small>	4hr travel to puna center	100
EXAMPLE PROJECT <small>100 POINTS AVAILABLE</small>	good examples	100
CUSTOMER REFERENCES <small>100 POINTS AVAILABLE</small>	2 references	50
VENDOR SUMMARY <small>100 POINTS AVAILABLE</small>	Complete	100
E-RATE CLAUSES <small>100 POINTS AVAILABLE</small>	Complete	100
SCALABILITY OF SOLUTION <small>100 POINTS AVAILABLE</small>	Good Scalability	95

774 total points

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Charlie W. Hastings

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Based on RFP scoring matrix	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	Phone response .33 Live test .50 on site 2h 4 hr travel time	140
EXAMPLE PROJECT 100 POINTS AVAILABLE	Present, well laid out and very understandable	80
CUSTOMER REFERENCES 100 POINTS AVAILABLE	Had 2 actual references with 2 additional contacts @ 1 per location	75
VENDOR SUMMARY 100 POINTS AVAILABLE	Fair - Brief overview of company	85
E-RATE CLAUSES 100 POINTS AVAILABLE	2+ years of experience / with help with apps	90
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	upgraded with 20 - on 50 dg 20 without construction 50 with construction	80

Total 779

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP EQUATION	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4 HOUR TRAVEL TO PIMA COUNTY	100
EXAMPLE PROJECT 100 POINTS AVAILABLE	GOOD DETAIL	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	PROVIDED ONLY 2 SCHOOL DISTRICTS AS REFERENCES	Ø
VENDOR SUMMARY 100 POINTS AVAILABLE		100
E-RATE CLAUSES 100 POINTS AVAILABLE		100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	LIMITED SCALABILITY	50

679

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Dan Hunt

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	2 ND Lowest cost for solution - score based on matrix	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	Guaranteed service levels, 24X7X365 for critical services	140
EXAMPLE PROJECT 100 POINTS AVAILABLE	Detailed - tough to follow at times	80
CUSTOMER REFERENCES 100 POINTS AVAILABLE	2 like references not of same size	60
VENDOR SUMMARY 100 POINTS AVAILABLE	fully responsive	100
E-RATE CLAUSES 100 POINTS AVAILABLE	won't actual file - prefers customer to pay & then be reimbursed	50
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	not specifics - statements make sense	90

Total 749

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER JACK BULLARD

SUBMITTED BY STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP SCORING MATRIX	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4 hour TRAVEL TIME TO PIMA COUNTY	50
EXAMPLE PROJECT 100 POINTS AVAILABLE	HARD TO FOLLOW UNCLEAR	20
CUSTOMER REFERENCES 100 POINTS AVAILABLE	2 REFERENCES 2 ALTERNATES	50
VENDOR SUMMARY 100 POINTS AVAILABLE	Short Time in BUSINESS	80
E-RATE CLAUSES 100 POINTS AVAILABLE		100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	LIMITED SCALABILITY	80

TOTAL → 609

389
229
609

449
160
609

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRISTO S. RENDON

SUBMITTED BY

STRATEGIC TECHNOLOGY COMMUNICATIONS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <i>HIGHEST OF TWO REMAINING VENDORS</i> 300 POINTS AVAILABLE	$\begin{array}{r} 41,240 \\ \hline 53,942.52 \end{array} + \$300 =$	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	<i>NON-RESPONSIVE 90% MTBF, REMEDIES, MONITORING</i>	80
EXAMPLE PROJECT 100 POINTS AVAILABLE	<i>HAS MAP (SORT OF - HOW TO INTERPRET?); NON-RESPONSIVE LEVEL OF SERVICE, ETC</i>	33
CUSTOMER REFERENCES 100 POINTS AVAILABLE	<i>ONLY 2 OF 4 REF'S STATED; NO PROJECT TOTAL, TYPE, DATES</i>	<i>2X (SAR) =</i> 20 20
VENDOR SUMMARY 100 POINTS AVAILABLE	<i>fully responsive</i>	100
E-RATE CLAUSES 100 POINTS AVAILABLE	<i>provides assistance but not actually do filing; non responsive on filing; no response on filing; no response on filing; no response on filing</i>	40
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	<i>SODAY - how possible the permit location; non responsive to new schools; e-rate changes</i>	33

535

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

MARIANNE SPEER

SUBMITTED BY

SIMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIBLE TO VOICE REQUIREMENT ON RFP	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGILI

SUBMITTED BY

Simply BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Non-Responsible To Voice Portion of RFP -	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

Simply Bits

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	No Voice component to RFP	NOT responsible
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Charlie W. Hastings II

SUBMITTED BY Simply bits

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Not responsible to voice portion of RFP	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

SIMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIVE TO VOICE PORTION OF RFP.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Dan Hunt

SUBMITTED BY

Simply Bits

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Not responsible for meeting priority I voice service in RFP	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

JACK BULLARD

SUBMITTED BY

SIMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR VOICE REQUIREMENT	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDANZ

SUBMITTED BY

SEMPLY BETS

SECTION	DESCRIPTION	POINTS AWARDED	
TOTAL PRICE			
300 POINTS AVAILABLE			
SERVICE LEVEL AGREEMENT	NON RESPONSIVE TO 2 OF 5 ELEMENTS (MTBF, RESPONSE TIMES)	120	
200 POINTS AVAILABLE			
EXAMPLE PROJECT	NON RESPONSIVE TO OUR NEEDS; PARTIAL RESPONSE TO ONGOING PERFORMANCE	30	
100 POINTS AVAILABLE			
CUSTOMER REFERENCES	RESPONSIVE REFERENCES EXCEPT NO EXPERIENCE W/ E-RATE - BIG PROBLEMS	80 - 50% 40	
100 POINTS AVAILABLE			
VENDOR SUMMARY			
100 POINTS AVAILABLE			
E-RATE CLAUSES			
100 POINTS AVAILABLE			
SCALABILITY OF SOLUTION			
100 POINTS AVAILABLE			

NO VOICE SERVICES?
 NO DATA SERVICES?
 NOT RESPONSIVE TO RFP

Requirements

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

MARIANNE SPEER

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	MEETS ALL REQUIREMENTS BASED ON RFP	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	24/7, QUICK RESPONSE TIME OF 1 HR. 7-7	200
EXAMPLE PROJECT 100 POINTS AVAILABLE	EASILY UNDERSTOOD	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	SEVERAL SCHOOL DISTRICTS LISTED	100
VENDOR SUMMARY 100 POINTS AVAILABLE	MET REQUIREMENTS IN RFP	100
E-RATE CLAUSES 100 POINTS AVAILABLE	WELL EXPLAINED	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	MAPPED OPTIONS AVAILABLE TO EACH SITE SHOWED REDUNDANCY	100

1000

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGILI

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Based on RFP Equation	300
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT	SLA - 1 hr Response 24/7 - Have own Techs	190
200 POINTS AVAILABLE		
EXAMPLE PROJECT	Looked good - Understand Easily	100
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	Excellent - more TANN Required All Schools	100
100 POINTS AVAILABLE		
VENDOR SUMMARY	Good	90
100 POINTS AVAILABLE		
E-RATE CLAUSES	All Priorities 1 As Required in RFP	100
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION	Excellent - Redundancy on Network	100
100 POINTS AVAILABLE		

TOTAL = 980 -

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Cost 41,540 bid	
300 POINTS AVAILABLE	best price	300
SERVICE LEVEL AGREEMENT	24/7	
200 POINTS AVAILABLE	1hr response 7-7 am	200
EXAMPLE PROJECT	Good example	100
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	Several example given and called	100
100 POINTS AVAILABLE		
VENDOR SUMMARY	Complete	100
100 POINTS AVAILABLE		
E-RATE CLAUSES	Complete	100
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION	Included Scalability 100 mgs lines 50 And added redundancy	100
100 POINTS AVAILABLE		

* Best Vendor
James Webb
1/14/2006

~~1000~~ 1000 total points
for

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Charlie W. Hastings II

SUBMITTED BY

Trillion

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Based on RFP scoring matrix	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	SLA was 24/7 provided the best cost response/ Company on Contract Tech	160
EXAMPLE PROJECT 100 POINTS AVAILABLE	Present, well laid out and very understandable:	80
CUSTOMER REFERENCES 100 POINTS AVAILABLE	All References present: All schools:	100
VENDOR SUMMARY 100 POINTS AVAILABLE	Firm = Brief overview of company	85
E-RATE CLAUSES 100 POINTS AVAILABLE	Lots of experience, willing to help:	90
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	Included lines capable of higher throughputs: Simple remote procedure to upgrade	100

Total

915

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BEST OVERALL PRICE BASED ON RFP EQUATION	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	SOME SERVICE CONTRATED	150
EXAMPLE PROJECT 100 POINTS AVAILABLE	GOOD DETAIL	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	PROVIDED MANY REFERENCES	100
VENDOR SUMMARY 100 POINTS AVAILABLE		100
E-RATE CLAUSES 100 POINTS AVAILABLE		100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	SOFTWARE SCALABILITY	100

950

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Dan Hunt

SUBMITTED BY

Trillion

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Lowest overall cost for WAN Data & Voice Solution	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	There is a guaranteed level of service with money turned back if levels of service are not met. 24x7x365 service on network down	160
EXAMPLE PROJECT 100 POINTS AVAILABLE	detailed - easy to follow - makes sense	90
CUSTOMER REFERENCES 100 POINTS AVAILABLE	10 references - bigger, same and smaller	100
VENDOR SUMMARY 100 POINTS AVAILABLE	A lot of e-rate service & commitment	100
E-RATE CLAUSES 100 POINTS AVAILABLE	Assists with all filing-build outside of window-erate guarantees that benefit the customer	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	no specifics other than upgrades can be done without equipment, just IOS	90

Total

940

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

JACK BULLARD

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP SCORING MATRIX	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	1 YEAR GUARANTEE	180
EXAMPLE PROJECT 100 POINTS AVAILABLE	EXCELLENT NETWORK PLAN	90
CUSTOMER REFERENCES 100 POINTS AVAILABLE	A LOT MORE SUPPLIED THAN NEEDED. EXCELLENT	100
VENDOR SUMMARY 100 POINTS AVAILABLE	HAS WORKED WITH MANY SCHOOLS. VERY IMPRESSIVE	100
E-RATE CLAUSES 100 POINTS AVAILABLE	ALL PRIORITY 1 MEETS RFP	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	REMOTE SOFTWARE SCALABILITY REDUNDANCY	100

TOTAL → 970

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDAHN

SUBMITTED BY

TELLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	TRILLION LOWEST OF TWO $\frac{41,240}{41,240} \times 300 = 300$	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	NON RESPONSIVE TO 3 OF 5 ELEMENTS PER P. 14 & 16 IN RFP (MTBF, WARRANTIES, SPECIFIC REMEDIES)	80
EXAMPLE PROJECT 100 POINTS AVAILABLE	NON RESPONSIVE TO 2 OF 3 ELEMENTS; WHERE IS SPECIFIC PLAN TO MUSD?	33
CUSTOMER REFERENCES 100 POINTS AVAILABLE	NON RESPONSIVE TO: ERATE; PROJECT TYPE; PROJECT TOTAL; HAS CONTACTS AND EMPLOYED DESIGNS	40
VENDOR SUMMARY 100 POINTS AVAILABLE	Commitment Code is acceptable: 9 YRS 1500 records; 109 completed	100
E-RATE CLAUSES 100 POINTS AVAILABLE	TAB 8 MANDATORY { E-RATE SERVICES AGREEMENT } FULLY RESPONSIVE; PERIOD TO 6/30/06 IS STABILIZED	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	ONLY GENERAL SCALABILITY STATEMENTS; NO SPECIFICS OR DETAILS AS RFP REQUIRES	10 10

663

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS "INQUIRY ON WAN RFP" ON JANUARY 19, 2006.

QUESTION SUBMITTED: On Page 12 of the bid it indicates that you want 10 Mbps minimum however, the last sentence of that page indicates you want 100 Mbps Ethernet Connection at each campus being upgraded? Please clarify.

ANSWER: The WAN connections we are requesting to upgrade to need to be at a minimum speed of 10 Mb. Our thought was that however that 10Mb (minimum) connection was provided from site to site, the vendor would have to put in a device (switch) in to handle their connection on each end. Our expectation is that from that switch to our network, we would like a 100 Mb Ethernet handoff. If the vendor is not planning or needing to put a switch in at that point, please explain what type of handoff will be provided to the district.

Dan Hunt
Director of Technology
Marana Unified School District

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS "#2 INQUIRY ON WAN RFP" ON JANUARY 20, 2006.

QUESTION SUBMITTED: In the bid you ask for a 5 year contract however, that can only be established for the Network contract such as QMOE, Internet, etc. Your Pricing Sheet Page 16 is set up for that contract and makes no provision for the equipment portion which is a one time expenditure? Are you asking for Monthly's for the network piece and monthly's for the equipment piece via a lease arrangement? What I can do if OK with you and Dan Contorno is make a separate pricing page for equipment via lease, QMOE monthly's etc. so you can see what each product your asking for breaks down to. Let me know.

ANSWER PROVIDED: Marana Unified School District is looking to procure WAN data and voice services and pay for those services on a monthly basis (throughout a multi year term contract). If the services you are proposing require equipment to be installed on the front end of the installation and there are one time costs associated with doing so, or there are other costs associated with the initial installation of the service you are proposing, please note those costs on the first line of the Pricing Sheet (page 16) page on the line titled "Initial Installation Cost." I would suggest for clarification purposes you include a separate pricing sheet to provide the detailed information necessary to explain what is covered by those costs. The District will look at all options provided and determine which option(s) meet the RFP and best suit the districts needs and budget. If you would like to propose multiple options, the district will accept and look at those options. One option may be to provide the cost of the equipment being paid for up front by the district, and the WAN services themselves being billed monthly. The other option could be to provide the cost of the equipment spread across the term of the contract also being paid for monthly. Please remember, the RFP specifies that all costs be broken down in such a way that it lists what is E-rate eligible and what is not E-rate eligible. Also remember (as noted on the Pricing Sheet) that the "Vendor shall retain ownership of any and all equipment installed."

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS "#3 INQUIRY ON Marana USD WAN RFP" ON FEBRUARY 2, 2006.

QUESTION ASKED: Will the winning vendor be asked to present at your board meeting on 2/14?

ANSWER: The winning vendor will not be expected to present at the Board meeting. The Board is expecting the necessary documentation to be provided based on the scoring matrix included in the RFP, and a recommendation as to which vendor is being recommended.

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS "#4 Inquiry on Marana USD RFP WAN" ON FEBRUARY 3, 2006.

QUESTION SUBMITTED: May service providers quote various pricing alternatives?

ANSWER PROVIDED: We encourage "outside the box" thinking. The main goal is to get the best solution available at a reasonable cost, with the best possible service and strong provider relationships. By not making you stick to only quoting specific items and options, we believe providers will be able to provide the best available solutions based on their expertise. Please note that scoring of the alternatives will still be based on the scoring matrix provided in the RFP.

THE FOLLOWING 3 QUESTIONS HAVE BEEN ASKED AFTER THE DATE THAT WAS POSTED IN THE RFP AS TO WHEN NO MORE QUESTIONS WOULD BE ACCEPTED (FEBRUARY 6, 2006 – PAGE 7 IN THE INQUIRIES SECTION). HOWEVER I AM ANSWERING THEM AND MAKING THE POINT THAT THESE QUESTIONS AND THE ANSWERS TO THEM WILL NOT BE ALLOWED TO CALL THE RFP INTO QUESTION AT A LATER DATE. I AM CLARIFYING THESE ITEMS STRICTLY TO HELP MARANA USD GET THE BEST PROPOSALS WE POSSIBLY CAN GET.

QUESTION 1: You say in your RFP that there are four co-located sites connected by fiber: The District Office, A.C.E Office, Marana Middle School and Marjorie W Estes Elementary School. Yet on the address list I see Marana Distance Learning also listed at the 11279 West Grier Road location. I assume this site is also on the fiber run, but I want to be sure, since the number of sites served materially affects our costs.

Could you please confirm whether or not the Distance Learning office is on the gig fiber net?

ANSWER PROVIDED: The short and sweet answer is that our Career and Technical school where our Distance Learning Program (MDLP) is housed is just a wing of our District office complex and is connected via a gigabit fiber connection. Most of its students are really working from home so there is no need for a separate campus, just a need for a testing facility and a place to house the coordinator.

QUESTION 2:

Are you looking for an Internet quote as part of the WAN RFP? We are a little confused by the wording. We can give you a 10 meg quote as a separate item or bundle it into the WAN, or both....

ANSWER PROVIDED: We are looking to upgrade our WAN links to a minimum 10Mb connection to each site (that presently isn't 1000Mb fiber) and also upgrade our Internet connection from a 6Mb connection to at least a 10Mb connection. It is up to the vendor responding to determine if they want to bid the Internet connection or not, and also to determine whether to incorporate that into their WAN proposal or submit a completely separate proposal.

QUESTION 3:

What does this mean or what are you asking for?

ANSWER PROVIDED: The question comes from page 16 of the RFP and is one of the line items on the Pricing Sheet. The reason this option is here is to provide the vendor a place to put in a cost (if it is normally a cost of doing business with them) for removing all of their equipment and network items if MUSD chose to discontinue doing business with them at the end of the 5 year contract. If there is no cost for taking your equipment out at the end of the 5 year contract, you may leave this blank or put in a \$0.00 cost.